INPUT EDI Planning Service (EDIPS)

- EDI Newsletter
- Market Studies
- Custom Research
- Conferences, Seminars

INPUT

NOTES:

EQAD-1

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EDIPS
Study Topics

- North American Network Services
- European Market
- U.S. Government EDI
- EDI Software

INPUT

NOTES:

EQAD-2

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EDIPS
Study Topics

- Vertical Market Potentials
- EDI and Professional Services
- International EDI
- Case Studies

INPUT

NOTES:

EQAD-3

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EDIPS

The Only Full-Service

EDI Research Program

INPUT

NOTES:

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VAN (U.S.)

- Communications Related "Value Added":
  - Protocol, Speed Conversions
  - Buffering, Store & Forward
- A Link to Applications, Services, Data Bases, Other Companies

INPUT

NOTES:

EQAD-5

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Remote Computer Service (Service Bureau)

- Data Entry, Processing
- May Use Tapes, Diskettes
- VANs Communicate to RCS

INPUT

NOTES:

EQAD-6

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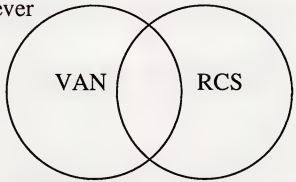
VAN & RCS

However



The Difference is the Network

INPUT

NOTES:

EQAD-7

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Korea

- DACOM
  - International Pilot
  - Sears (Canada), Others
- X12 Formats
- Intent: Link with All N. American EDI Services

INPUT

NOTES:

EQAD-8

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Korea

- Steel VAN (POSCO)
- Auto (Establishing Industry Group)
- X.400 Pilot—Olympics
- Customs → EDIFACT

INPUT

NOTES:

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Singapore

TRADENET

- In Country Trade Community
- Proprietary Formats
- Government Projects

INPUT

NOTES:

EQAD-10

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Hong Kong

HOTLINE

- Trade Council Initiative
- Also Banks, Air Carriers, Cable and Wireless, Ltd.
- Government Reluctant Participant in Study—Due Spring 1989

INPUT

NOTES:

EQAD-11

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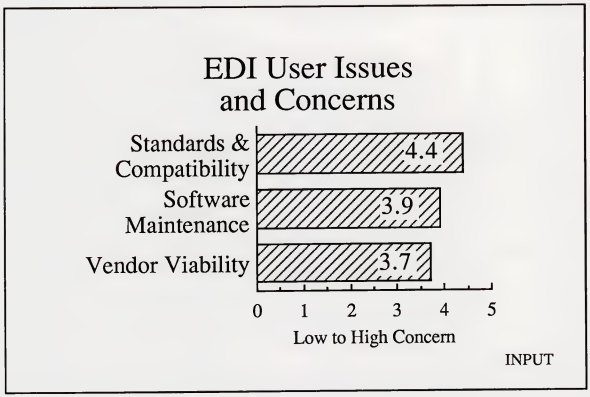

NOTES:

EQAD-12

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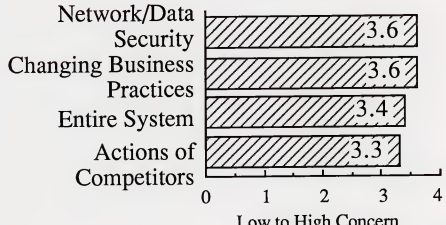
EDI User Issues and Concerns



INPUT

NOTES:

EQAD-13

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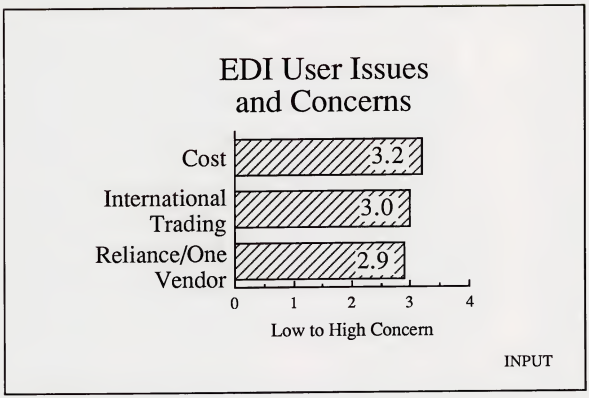

NOTES:

EQAD-14

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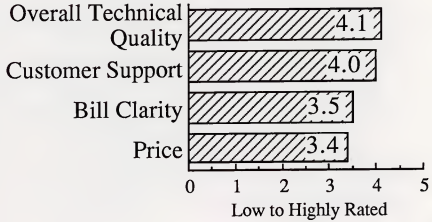
User Ratings Third-Party Networks

Averages—All Networks



INPUT

NOTES:

EQAD-15

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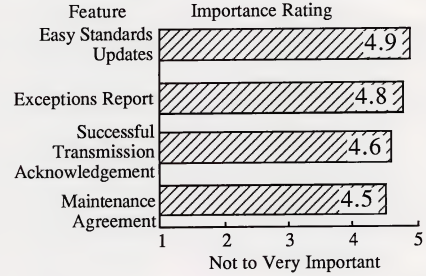
Software Features Importance



INPUT

NOTES:

EQAD-16 & 16a

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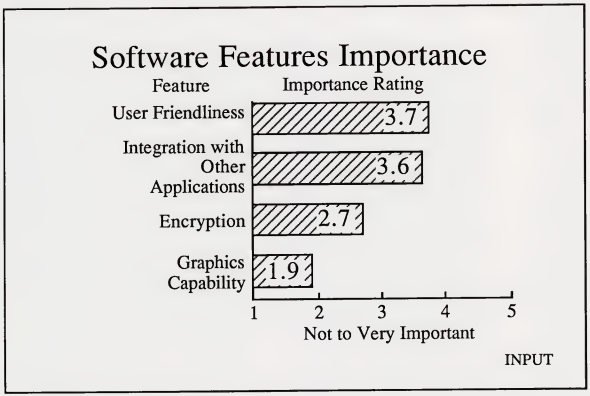

NOTES:

EQAD-17 & 17a

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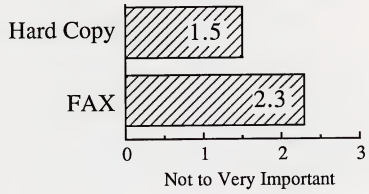
Hard-Copy/FAX Feature Importance



INPUT

NOTES:

EQAD-18

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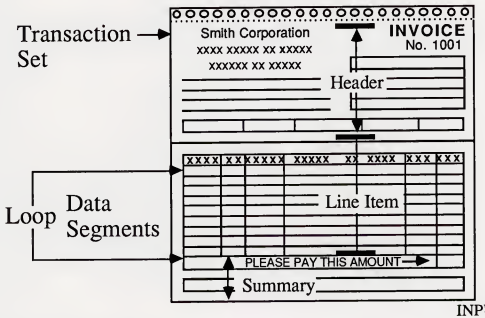
X12 Terminology



INPUT

NOTES:

EQAD-19

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GEIS

- Aggressive
- Worldwide Alliances, Agents
- EDI/EMC/PETROEX
- Design→Express

INPUT

NOTES:

EQAD-20

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IBM

- Information Network—SNA
- Intercontinental Services
- Internal Use
- Insurance, Health Care, Electronics, Retail, Etc.

INPUT

NOTES:

EQAD-21

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AT&T

- ~~Net 1000~~
- AT&T Mail—X.400 EDI
- CDC—RediAccess
- Turnkey Systems—RIVET

INPUT

NOTES:

EQAD-22

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About INPUT®

INPUT provides planning information, analysis, and recommendations to managers and executives in the information processing industries. Through market research, technology forecasting, and competitive analysis, INPUT supports client management in making informed decisions.

Continuous-information advisory services, proprietary research/consulting, merger/acquisition assistance, and multiclient studies are provided to users and vendors of information systems and services (software, processing services, turnkey systems, systems integration, professional services, communications, systems/software maintenance and support).

Many of INPUT's professional staff members have more than 20 years' experience in their areas of specialization. Most have held senior management positions in operations, marketing, or planning. This expertise enables INPUT to supply practical solutions to complex business problems.

Formed as a privately held corporation in 1974, INPUT has become a leading international research and consulting firm. Clients include more than 100 of the world's largest and most technically advanced companies.

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Chiyoda-ku,
Tokyo 101, Japan
03-864-4026 Fax 001-03-864-4114

INPUT EDI PLANNING SERVICE (EDIPS)

- EDI ~~Reporter~~ Newsletter
- Market Studies
- Custom Research
- Conferences, Seminars

1

EDIPS EDIPS

STUDY (1) TOPICS

- North American Network Services
- European Market
- U S GOVERNMENT EDI
- EDI SOFTWARE

. . . continued

2

INPUT EDT

PLANNING

EDIPS STUDY TOPICS (2)

- VERTICAL MARKET POTENTIALS
- EDI and PROFESSIONAL SERVICES
- INTERNATIONAL EDI
- CASE STUDIES

3

EDIPS

The ONLY FULL SERVICE EDI RESEARCH PROGRAM

4

VAN (US)

- Communications Related "Value Added":
  - Protocol, Speed Conversions
  - Buffering, Store & Forward
- A LINK TO APPLICATIONS, DATABASES, OTHER SERVICES, COMPANIES

5

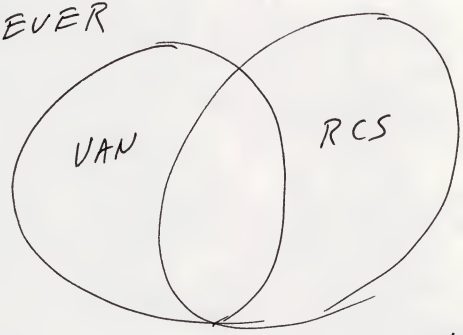
Remote Computer Service (Service Bureau)

- Data Entry, Processing
- May use Tapes, diskettes
- VANs ~~[redacted]~~ communicate TO RCS

6

VAN + RCS

HOWEVER



The Difference is The Network

KOREA (1)

- DACOM — International Pilot
  - Sears (Canada), others
- X12 Formats
- Intent: Link with ALL N. American EDI Services

8

KOREA (2)

STEEL VAN (POSCO)

AUTO - (Establishing ~~Korean~~ Industry Group)

X.400 Pilot - OLYMPICS

CUSTOMS → EDIFACT

9

SINGAPORE

TRADE NET

IN COUNTRY Trade Community

PROPRIETARY FORMATS

GOVERNMENT PROJECT

10

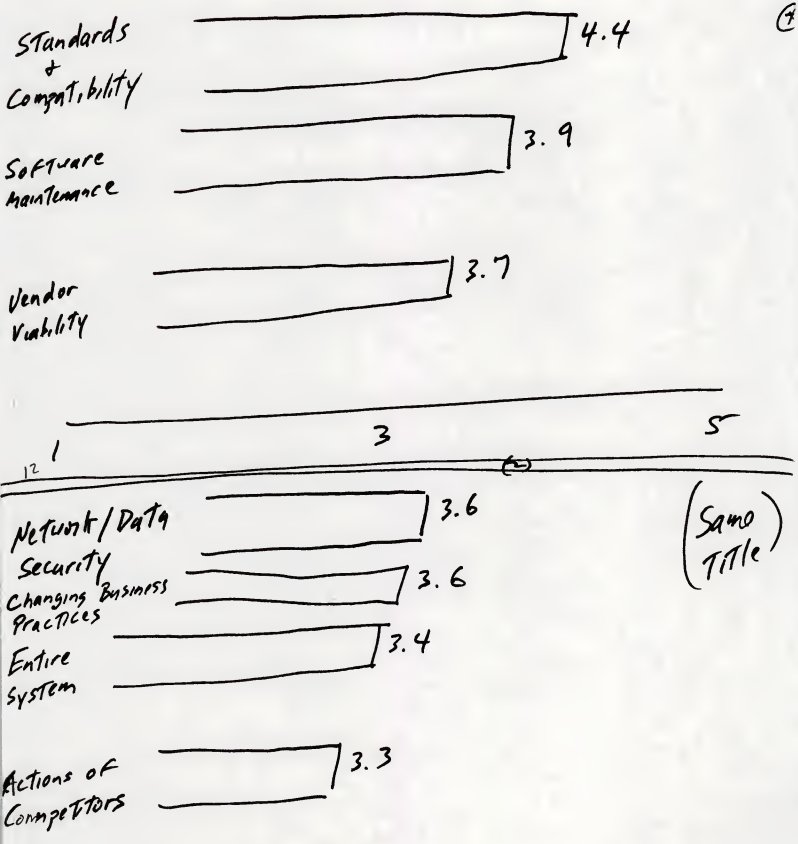
HONG KONG

HOTLINE

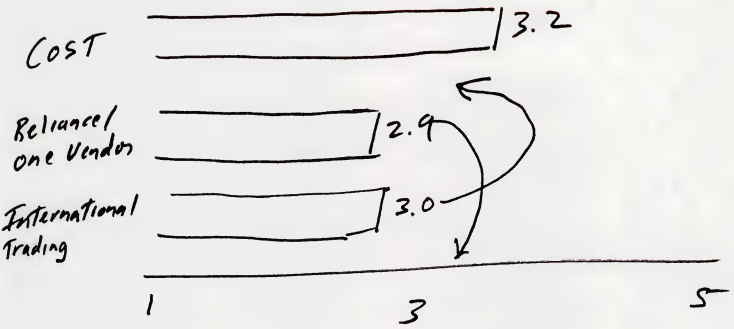
1. TRADE COUNCIL INITIATIVE
2. Government Reluctant Participant in Study – Due Sept 89
3. Also Banks, Air Carriers, ~~Cargo~~, ~~C & W~~ Cable & Wireless, LTD.

11

EDI USERS
ISSUES AND CONCERNS
(1)

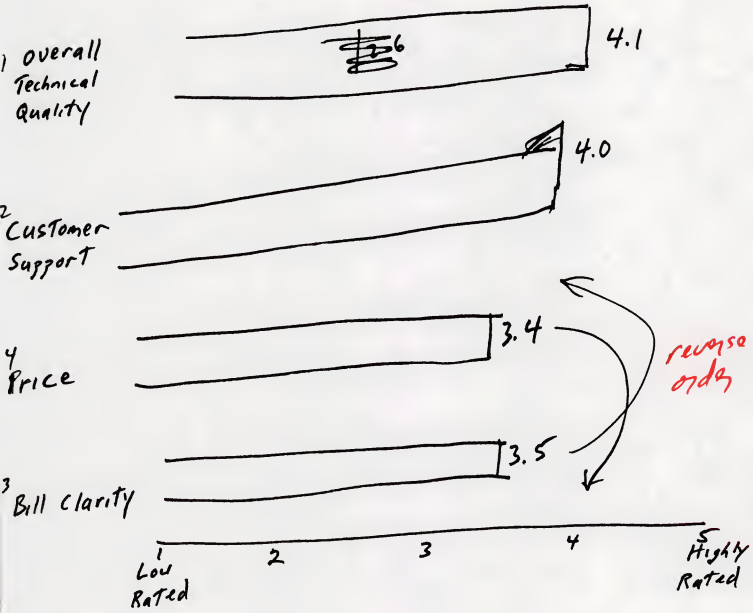


EDI (3) USERS
ISSUES & Concerns



14

USER RATINGS
THIRD PARTY NETWORKS
Averages – All Networks



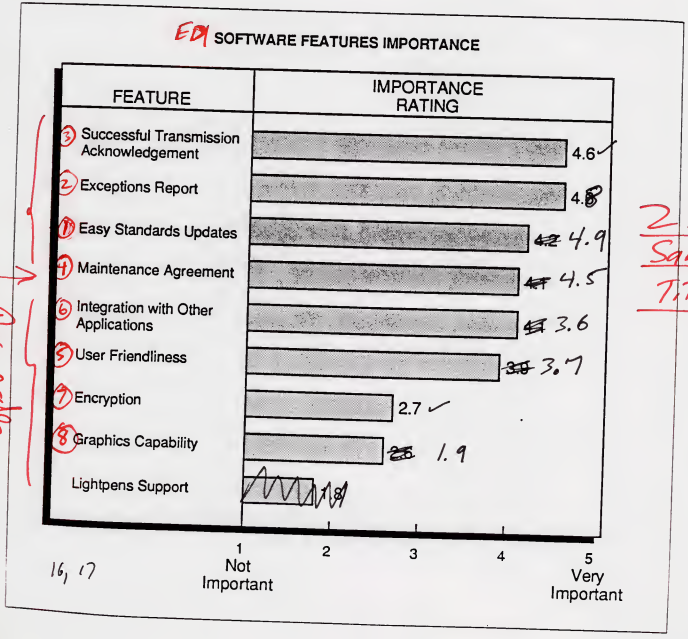
- The other issue is that a consultant is often hired to write something that will handle one document; when the company decides to add a second document, it has to call back the contractor to do more custom coding.

B

EDI Translation Software Features

INPUT interviewed current and potential users from a cross-section of industries about the relative importance they placed on a variety of features. Exhibit IV-6 illustrates their average responses. These and other features are discussed where relevant.

EXHIBIT IV-6



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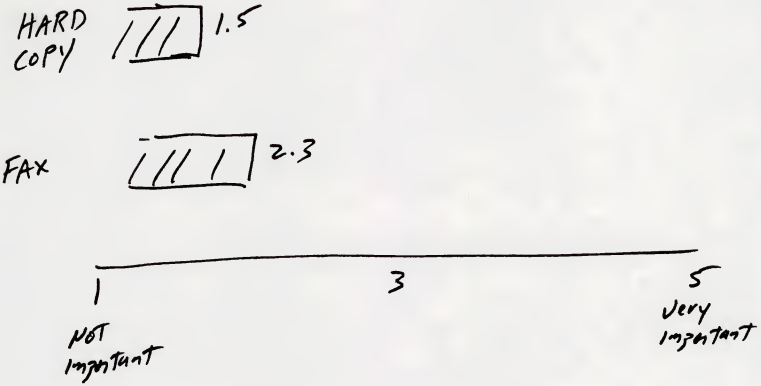
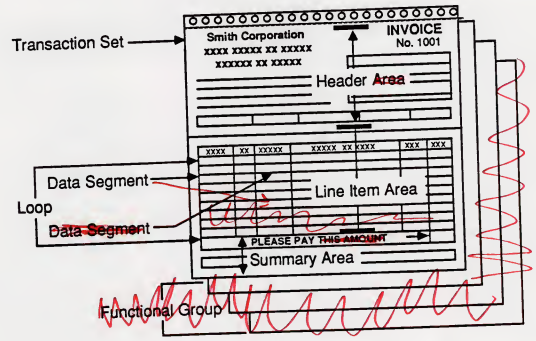
HARD-COPY/FAX FEATURE IMPORTANCE



CAN YOU SLIDE THIS?

EXHIBIT III-4

X12 TERMINOLOGY



ESOR

- Some software supports a limited number of documents types. For example, it may only support a specific industry purchase order an invoice.
- Others support generic purchase orders, invoices, and other docun but cannot be modified for specific users.
- Yet others will provide the option of creating customized docume using the standardized translation tables.

Most vendors sell a limited set of documents for a base price, but of wider range for an additional fee.

4. EDI SOFTWARE MAY BE INTEGRATED WITH COMM CATIONS FEATURES

While INPUT is defining EDI software as essentially a translator, s products do include communications modules.

- Software for a dial-up communications interface is integrated into packages and is included in the base price.

GEIS

- AGRESSIVE
- WORLD-WIDE ALLIANCES, AGENTS
- EDI / EMC / PETROEX
- DESIGN * EXPRESS

~~PARS~~

20

IBM

- INFORMATION NETWORK – SNA
- INTERCONTINENTAL SERVICES
- INTERNAL USE
- INSURANCE, ~~TRANSPORTATION~~, HEALTH CARE, ELECTRONICS, RETAIL, ETC.

21

AT+T

draw a line Bright

~~Net 1000~~

AT+T MAIL — X. 400 EDI

CDC — Redi Access

TURNKEY SYSTEMS — RIVET

22